AR7-20-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K2O)

AGRICULTURAL	SEPTEMBER 1990	SEPTEMBER 1989	JUL-SEP 1989/90	JUL-SEP 1988/89
AL Alabama	4,511	5,172	9,935	13,566
AK Alaska	0	0	928	0
AZ Arizona	119	261	608	871
AR Arkansas	2,319	4,047	8,469	6,858
CA California	6,592	6,084	16,674	12,697
CO Colorado	709	510	1,460	1,054
CT Connecticut	66	319	176	459
DE Delaware	287	738	4,637	1,822
FL Florida	8,785	7,446	25,696	27,898
GA Georgia	5,369	16,655	18,412	27,901
HI Hawaii	5,167	61	5,631	3,387
ID Idaho	2,401	2,236	5,194	4,372
IL Illinois	27,352	34,951	189,291	185,078
IN Indiana	21,944	23,401	88,142	84,559
IA Iowa	21,617	33,524	155,185	164,582
KS Kansas	5,019	4,233	11,998	10,985
KY Kentucky	3,086	9,682	24,455	23,053
LA Louisiana	25,330	1,894	39,935	4,241
ME Maine	789	27	957	132
MD Maryland	1,356	2,104	5,493	2,831
MA Massachusetts	2,907	390	3,320	1,078
MI Michigan	5,733	19,945	28,739	43,291
MN Minnesota	11,858	23,895	85,435	86,166
MS Mississippi	3,251	1,683	5,017	1,981
MO Missouri	10,346	22,375	56,550	72,229
MT Montana	1,169	1,158	3,309	2,874
NE Nebraska	964	1,685	3,354	4,183
NV Nevada	0	0	0	0
NH New Hampshire	16	0	92	156
NJ New Jersey	457	337	1,094	1,003
NM New Mexico	193	487	671	831
NY New York	1,917	2,557	8,765	7,129
NC North Carolina	10,089	6,338	15,327	12,657
ND North Dakota	533	1,985	3,701	4,560
OH Ohio	18,899	60,544	82,195	100,831
OK Oklahoma	2,751	2,748	6,423	6,291
OR Oregon	1,579	2,384	5,704	5,393
PA Pennsylvania	4,715	4,511	12,172	9,956
RI Rhode Island	60	119	260	179
SC South Carolina	2,187	9,877	10,306	18,354
SD South Dakota	949	1,365	2,511	2,514
TN Tennessee	4,107	11,573	16,689	13,573
TX Texas	6,954	10,090	26,293	23,465
UT Utah	1,554	903	1,749	2,804
VT Vermont	563	187	1,960	1,188
VA Virginia	1,776	2,559	10,842	4,196
WA Washington	866	2,822	6,116	7,706
WV West Virginia	63	75	293	136
WI Wisconsin	8,197	11,187	44,999	44,390
WY Wyoming	418	382	804	596
TOTAL U.S.:	247,989	357,506	1,057,966	1,056,056
CANADA				
AB Alberta	1,218	992	2,389	3,326
BC Brit. Columbia	79	64	1,004	236
MB Manitoba	1,449	1,721	2,207	3,282
NB New Brunswick	493	34	1,140	265
NF Newfoundland	0	0	0	0
NS Nova Scotia	62	230	384	443
ON Ontario	3,009	8,820	34,829	12,781
PE Pr.Edward Isle	43	86	151	119
PQ Quebec	3,764	3,613	11,398	6,816
SK Saskatchewan	490	446	907	988
TOTAL CAN:	10,607	16,006	54,409	28,256
EXPORT SALES:	277,647	179,406	1,017,744	812,145
TOTAL AG SALES	536,243	552,918	2,130,119	1,896,457
Non-Ag U.S.	48,478	34,533	130,425	105,271
Canada	1,187	1,262	3,786	3,925
Exports	9,435	7,269	40,699	27,090
TOTAL NON-AG SALES	59,100	43,064	174,910	136,286
GRAND TOTAL	**595,343**	**595,982**	**2,305,029**	**2,032,743**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

SEPTEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	485	1,950	1,698	0	378	4,511
AK Alaska	0	0	0	0	0	0
AZ Arizona	31	17	47	0	24	119
AR Arkansas	15	15	2,252	16	21	2,319
CA California	2,030	872	2,280	127	1,383	6,692
CO Colorado	233	0	389	0	87	709
CT Connecticut	0	0	54	0	12	66
DE Delaware	0	59	13	215	0	287
FL Florida	2,746	1,566	373	1,327	2,773	8,785
GA Georgia	637	621	2,194	951	966	5,369
HI Hawaii	0	5,167	0	0	0	5,167
ID Idaho	61	387	1,746	12	195	2,401
IL Illinois	430	16,873	7,035	2,964	50	27,352
IN Indiana	904	15,618	2,912	2,275	235	21,944
IA Iowa	110	8,914	9,984	2,531	78	21,617
KS Kansas	236	375	3,721	642	45	5,019
KY Kentucky	0	2,763	253	0	70	3,086
LA Louisiana	3,796	0	21,529	0	5	25,330
ME Maine	0	0	789	0	0	789
MD Maryland	0	0	893	463	0	1,356
MA Massachusetts	0	1,107	1,534	249	17	2,907
MI Michigan	0	2,900	2,698	90	45	5,733
MN Minnesota	86	7,216	3,799	641	116	11,858
MS Mississippi	0	1,849	1,376	0	26	3,251
MO Missouri	496	641	8,378	806	25	10,346
MT Montana	15	489	665	0	0	1,169
NE Nebraska	94	79	486	116	189	964
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	16	0	0	16
NJ New Jersey	0	249	142	66	0	457
NM New Mexico	126	0	29	0	38	193
NY New York	0	290	1,538	16	73	1,917
NC North Carolina	244	1,467	7,607	653	118	10,089
ND North Dakota	0	76	392	65	0	533
OH Ohio	3,028	10,164	4,313	447	947	18,899
OK Oklahoma	257	122	2,211	32	129	2,751
OR Oregon	15	287	1,204	38	35	1,579
PA Pennsylvania	243	486	3,486	102	398	4,715
RI Rhode Island	0	0	60	0	0	60
SC South Carolina	1,340	122	249	247	229	2,187
SD South Dakota	0	391	537	21	0	949
TN Tennessee	1,060	2,831	185	14	17	4,107
TX Texas	286	1,402	4,042	446	778	6,954
UT Utah	1,411	20	120	0	3	1,554
VT Vermont	15	124	413	0	11	563
VA Virginia	121	247	608	456	344	1,776
WA Washington	0	19	736	0	111	866
WV West Virginia	0	0	15	0	48	63
WI Wisconsin	0	3,863	3,839	449	46	8,197
WY Wyoming	123	199	96	0	0	418
TOTAL U.S.:	20,674	91,837	108,936	16,477	10,065	247,989
CANADA						
AB Alberta	0	0	1,115	87	16	1,218
BC Brit. Columbia	0	0	79	0	0	79
MB Manitoba	0	314	984	151	0	1,449
NB New Brunswick	0	217	276	0	0	493
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	62	0	0	62
ON Ontario	0	517	2,300	30	162	3,009
PE Pr.Edward Isle	0	0	43	0	0	43
PQ Quebec	0	17	3,692	0	55	3,764
SK Saskatchewan	0	25	440	25	0	490
TOTAL CAN:	0	1,090	8,991	293	233	10,607
*EXPORT SALES:	120,258	73,186	54,494	6,525	23,184	277,647
TOTAL AG SALES	140,932	166,113	172,421	23,295	33,482	536,243
NON-AG U.S.	30,995	-	-	17,116	367	48,478
Canada	795	-	-	343	49	1,187
*Exports	859	-	-	8,518	58	9,435
TOTAL NON-AG SALES	32,649	-	-	25,977	474	59,100
GRAND TOTAL	**173,581**	**166,113**	**172,421**	**49,272**	**33,956**	**595,343**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K_2O)

SEPTEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	4,277	9,439	14,049	0	0	27,765
Brazil	3,000	33,919	17,461	0	0	54,380
China	3,808	0	0	0	0	3,808
Colombia	6,946	19,280	3,637	0	0	29,863
Costa Rica	5,381	0	1,818	0	1,127	8,326
Denmark	8,637	0	0	0	0	8,637
Dom. Republic	0	0	3,685	0	390	4,075
France	6,333	0	0	0	0	6,333
Indonesia	14,261	0	0	0	0	14,261
Jamaica	0	1,785	0	0	0	1,785
Japan	7,308	4,683	13,844	6,077	5,063	36,975
Korea	5,230	0	0	0	0	5,230
Malaysia	22,464	0	0	0	0	22,464
Mexico	486	0	0	0	323	809
New Zealand	7,801	4,080	0	0	10	11,891
Pakistan	0	0	0	0	16,260	16,260
Sri Lanka	7,471	0	0	0	0	7,471
Switzerland	16,855	0	0	0	0	16,855
United Kingdom	0	0	0	448	0	448
OTHER COUNTRIES	0	0	0	0	11	11
TOTAL AG:	120,258	73,186	54,494	6,525	23,184	277,647
NON-AGRICULTURAL						
Italy	0	-	-	8,518	0	8,518
Japan	26	-	-	0	47	73
Korea	388	-	-	0	0	388
Mexico	331	-	-	0	11	342
Taiwan	101	-	-	0	0	101
United Kingdom	13	-	-	0	0	13
TOTAL NON-AG:	859	-	-	8,518	58	9,435
TOTAL EXPORTS	**121,117**	**73,186**	**54,494**	**15,043**	**23,242**	**287,082**

NOTE: Other Countries = 11 tons sulphates to Paraguay.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

SEPTEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	122	1,950	919	0	2,991
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	854	0	854
CA California	0	0	0	0	0
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	54	0	54
DE Delaware	0	59	13	215	287
FL Florida	2,242	1,566	373	1,327	5,508
GA Georgia	608	606	641	937	2,792
HI Hawaii	0	5,106	0	0	5,106
ID Idaho	0	387	588	12	987
IL Illinois	430	15,689	2,042	2,902	21,063
IN Indiana	661	14,382	1,759	2,275	19,077
IA Iowa	0	8,864	6,460	2,531	17,855
KS Kansas	0	0	46	16	62
KY Kentucky	0	2,702	0	0	2,702
LA Louisiana	3,628	0	18,881	0	22,509
ME Maine	0	0	789	0	789
MD Maryland	0	0	893	463	1,356
MA Massachusetts	0	1,107	1,534	249	2,890
MI Michigan	0	2,900	960	90	3,950
MN Minnesota	80	7,216	3,799	641	11,736
MS Mississippi	0	1,849	854	0	2,703
MO Missouri	0	62	992	232	1,286
MT Montana	0	489	665	0	1,154
NE Nebraska	0	79	110	116	305
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	16	0	16
NJ New Jersey	0	249	142	66	457
NM New Mexico	0	0	0	0	0
NY New York	0	290	1,538	16	1,844
NC North Carolina	244	1,467	7,607	653	9,971
ND North Dakota	0	76	392	65	533
OH Ohio	3,028	10,164	3,562	447	17,201
OK Oklahoma	0	0	290	0	290
OR Oregon	0	287	809	38	1,134
PA Pennsylvania	243	486	3,486	102	4,317
RI Rhode Island	0	0	60	0	60
SC South Carolina	1,340	122	249	247	1,958
SD South Dakota	0	391	537	21	949
TN Tennessee	60	2,831	185	0	3,076
TX Texas	0	0	0	0	0
UT Utah	0	20	0	0	20
VT Vermont	15	124	413	0	552
VA Virginia	121	247	608	456	1,432
WA Washington	0	19	694	0	713
WV West Virginia	0	0	15	0	15
WI Wisconsin	0	3,863	3,839	449	8,151
WY Wyoming	0	199	0	0	199
TOTAL U.S.:	12,822	85,848	67,668	14,566	180,904
CANADA					
AB Alberta	0	0	1,115	87	1,202
BC Brit. Columbia	0	0	79	0	79
MB Manitoba	0	314	984	151	1,449
NB New Brunswick	0	217	276	0	493
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	62	0	62
ON Ontario	0	517	2,300	30	2,847
PE Pr.Edward Isle	0	0	43	0	43
PQ Quebec	0	17	3,692	0	3,709
SK Saskatchewan	0	25	440	25	490
TOTAL CAN:	0	1,090	8,991	293	10,374
EXPORT SALES:	105,062	42,246	37,217	6,525	191,050
TOTAL AG SALES	117,884	129,184	113,876	21,384	382,328
NON-AG U.S.	18,917	-	-	16,988	35,905
Canada	795	-	-	343	1,138
*Exports	528	-	-	8,518	9,046
TOTAL NON-AG SALES	20,240	-	-	25,849	46,089
GRAND TOTAL	**138,124**	**129,184**	**113,876**	**47,233**	**428,417**

*Exports listed on reverse.

POTASH PHOSPHATE INSTITUTE

EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K_2O)

SEPTEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	4,277	9,439	14,049	0	27,765
Brazil	0	8,028	5,687	0	13,715
China	3,808	0	0	0	3,808
Colombia	0	14,231	3,637	0	17,868
Costa Rica	3,397	0	0	0	3,397
Denmark	8,637	0	0	0	8,637
France	6,333	0	0	0	6,333
Indonesia	14,261	0	0	0	14,261
Jamaica	0	1,785	0	0	1,785
Japan	4,528	4,683	13,844	6,077	29,132
Korea	5,230	0	0	0	5,230
Malaysia	22,464	0	0	0	22,464
New Zealand	7,801	4,080	0	0	11,881
Sri Lanka	7,471	0	0	0	7,471
Switzerland	16,855	0	0	0	16,855
United Kingdom	0	0	0	448	448
TOTAL AG:	105,062	42,246	37,217	6,525	191,050
NON-AGRICULTURAL					
Italy	0	-	-	8,518	8,518
Japan	26	-	-	0	26
Korea	388	-	-	0	388
Taiwan	101	-	-	0	101
United Kingdom	13	-	-	0	13
TOTAL NON-AG:	528	-	-	8,518	9,046
TOTAL EXPORTS	**105,590**	**42,246**	**37,217**	**15,043**	**200,096**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K_2O)

SEPTEMBER 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	363	0	779	0	378	1,520
AK Alaska	0	0	0	0	0	0
AZ Arizona	31	17	47	0	24	119
AR Arkansas	15	15	1,398	16	21	1,465
CA California	2,030	872	2,280	127	1,383	6,692
CO Colorado	233	0	389	0	87	709
CT Connecticut	0	0	0	0	12	12
DE Delaware	0	0	0	0	0	0
FL Florida	504	0	0	0	2,773	3,277
GA Georgia	29	15	1,553	14	966	2,577
HI Hawaii	0	61	0	0	0	61
ID Idaho	61	0	1,158	0	195	1,414
IL Illinois	0	1,184	4,993	62	50	6,289
IN Indiana	243	1,236	1,153	0	235	2,867
IA Iowa	110	50	3,524	0	78	3,762
KS Kansas	236	375	3,675	626	45	4,957
KY Kentucky	0	61	253	0	70	384
LA Louisiana	168	0	2,648	0	5	2,821
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	17	17
MI Michigan	0	0	1,738	0	45	1,783
MN Minnesota	6	0	0	0	116	122
MS Mississippi	0	0	522	0	26	548
MO Missouri	496	579	7,386	574	25	9,060
MT Montana	15	0	0	0	0	15
NE Nebraska	94	0	376	0	189	659
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	0	0
NM New Mexico	126	0	29	0	38	193
NY New York	0	0	0	0	73	73
NC North Carolina	0	0	0	0	118	118
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	751	0	947	1,698
OK Oklahoma	257	122	1,921	32	129	2,461
OR Oregon	15	0	395	0	35	445
PA Pennsylvania	0	0	0	0	398	398
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	229	229
SD South Dakota	0	0	0	0	0	0
TN Tennessee	1,000	0	0	14	17	1,031
TX Texas	286	1,402	4,042	446	778	6,954
UT Utah	1,411	0	120	0	3	1,534
VT Vermont	0	0	0	0	11	11
VA Virginia	0	0	0	0	344	344
WA Washington	0	0	42	0	111	153
WV West Virginia	0	0	0	0	48	48
WI Wisconsin	0	0	0	0	46	46
WY Wyoming	123	0	96	0	0	219
TOTAL U.S.:	7,852	5,989	41,268	1,911	10,065	67,085
CANADA						
AB Alberta	0	0	0	0	16	16
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	162	162
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	55	55
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	233	233
*EXPORT SALES:	15,196	30,940	17,277	0	23,184	86,597
TOTAL AG SALES	23,048	36,929	58,545	1,911	33,482	153,915
NON-AG U.S.	12,078	-	-	128	367	12,573
Canada	0	-	-	0	49	49
*Exports	331	-	-	0	58	389
TOTAL NON-AG SALES	12,409	-	-	128	474	13,011
GRAND TOTAL	**35,457**	**36,929**	**58.545**	**2,039**	**33,956**	**166,926**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K_2O)

AUGUST 1990

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Brazil	3,000	25,891	11,774	0	0	40,665
Colombia	6,946	5,049	0	0	0	11,995
Costa Rica	1,984	0	1,818	0	1,127	4,929
Dom. Republic	0	0	3,685	0	390	4,075
Japan	2,780	0	0	0	5,063	7,843
Mexico	486	0	0	0	323	809
New Zealand	0	0	0	0	10	10
Pakistan	0	0	0	0	16,260	16,260
OTHER COUNTRIES	0	0	0	0	11	11
TOTAL AG:	15,196	30,940	17,277	0	23,184	86,597
NON-AGRICULTURAL						
Japan	0	-	-	0	47	47
Mexico	331	-	-	0	11	342
TOTAL NON-AG:	331	-	-	0	58	389
TOTAL EXPORTS	**15,527**	**30,940**	**17,277**	**0**	**23,242**	**86,986**

NOTE: Other Countries = 11 tons sulfates to Paraguay.